

Business Listening Session #3 – Manufacturing – 3/25/20

- 15:04:09 From Cortnee Jensen : Hello All! Cortnee Jensen from ND Department of Commerce
- 15:04:24 From Adam Kurtz : Adam Kurtz, GF Herald
- 15:04:48 From eric.murphy : Eric Murphy from Krampade here
- 15:05:34 From Jenn Puhl Winkler (0610) : Jenn Puhl Winkler from FedEx Office
- 15:06:18 From Jonathan Holth : jholth@jlgarchitects.com, 701.390.4678 - Contact info. for Jonathan Holth
- 15:06:30 From Bret Weber : bregfea@gmail.com
- 15:07:01 From Bret Weber : 701 212-5407
- 15:07:23 From pgorte : In MN go to <https://mn.gov/deed/newscenter/covid/> for information
- 15:07:59 From Cortnee Jensen : Real time updates for Business COVID
Resources:<https://ndresponse.gov/covid-19-resources/covid-19-business-and-employer-resources>
- 15:08:03 From pgorte : Or contact the EGF EDA pgorte@egf,mn or 218/773-8939
- 15:08:05 From Cortnee Jensen : <https://ndresponse.gov/covid-19-resources/covid-19-business-and-employer-resources>
- 15:10:24 From Andrea - City Community Development Dept :
<https://www.ndchamber.com/events/details/covid-19-nd-business-briefing-emergency-business-financing-125>
- 15:11:37 From Keith Lund : Keith Lund
- 15:12:04 From Keith Lund : Keith Lund 701-746-2722, 218-779-1878, keithl@grandforks.org
- 15:13:30 From Cory Melland : Cory Melland, PS Industries; cmelland@psindustries.com or direct line 701.795.6528
- 15:14:46 From The Chamber-GF EGF : Barry Wilfahrt
- 15:14:54 From eric.murphy : AS a new and emerging company we've been impacted a lot. Trials by an NBA team (Jazz, OK City game, cancelled) to cancelling of OH Safety Conference, really has hurt us bad. We don't have lots of cash, we have lots of inventory, thoughts on what we should do?
- 15:15:00 From The Chamber-GF EGF : barry@gochamber.org
- 15:20:04 From Lkennedy : Regarding Mn Shelter in Place order and potential for ND to do the same, many local businesses are listed as Essential Critical Infrastructure by DHS. Employees have

concerns about being stopped coming/leaving work based on experiences at partner sites in other states. Can anything be done to minimize and reduce stress here in GF/EGF?

15:22:07 From Cortnee Jensen : From the ND Department of Emergency Services:The NDDES Division of Homeland Security is aware of the general concern from businesses that they remain open in times of State level quarantines and shutdowns. At this point, there has not been any discussions about that level of quarantine around the state, so we are not viewing this issue as a near term problem. If we begin having discussions about state level quarantines or shutdowns, we will fully implement plans and guidance using our Infrastructure Outreach Plan. Businesses that would be identified as essential would come from federally identified critical infrastructure sectors and FEMA lifeline components such as Safety and Security; Food, Water Shelter; Health and Medical; Energy (Power and Fuel); Communications; Transportation; and Hazardous Materials. If we ever reach that point, we plan to make it as easy as possible for essential services to continue operations and provide as much flexibility as possible while quarantines continue.

15:23:03 From Cortnee Jensen : Businesses should continue to operate as normal, or as close to normal as this situation allows, and we will release additional information to all businesses and service providers if we ever reach that point.

15:27:48 From Cortnee Jensen : Letters to the Governors of both states are valuable making your case

15:28:57 From Kerry Ring : Is there a need/way to inform the city/county our intent to stay open as we are part of critical infrastructure as a way to ease concerns of our employees traveling to and from work?

15:29:50 From eric.murphy : Thank you for your thoughts Cory, we had meetings scheduled and interest from Safety Directors of very large companies such as Worthington Steel, Cooper Tire, and other similar companies. We're working on establishing customers and as OSHA has handed down new rules, focus is elsewhere y safety directors. We're talking more about survival, so preorders isn't a viable strategy. We're just cash short right now as we put a lot of money into resources to make products. Bad timing and bankers don't like to loan on inventory for emerging companies. We have public financing from the JDA, City of Grand Forks, ND Development Fund, Gate City/BND, our debt maintenance is of course something we're trying to keep up with as well.

15:29:53 From Jenn Puhl Winkler (0610) : Nationally I've seen stories of distilleries pivoting to a role in manufacturing hand sanitizer. Not sure of any specifics, but an example of creative adjusting.

15:30:58 From Cortnee Jensen : YES! We are in the process in ND as well

15:31:30 From Blue Weber : Hey Jenn, Red Pine distillery will be doing the same actually

15:31:47 From Jenn Puhl Winkler (0610) : Great to hear, Blue!

15:31:51 From GOWens918 : We have provided a packet for employees with a letter on company letterhead, a copy of our letter from the Defense department to provide in case they get stopped

15:32:10 From Cortnee Jensen : We have a need for bottling equipment in ND right now

15:32:17 From Cortnee Jensen : Specifically in GF

15:33:39 From Cortnee Jensen : Red River Bio had over 100,000 gallons of hand sanitizer

15:33:44 From Cortnee Jensen : they need to bottle it

15:34:01 From eric.murphy : How well can a bottler pivot? There are issues here that are real in changing over from a food producer to a one making a gel with EtOH.

15:34:03 From Cortnee Jensen : will have 750,00 in the next few weeks

15:34:19 From Cortnee Jensen : Not sure, Eric

15:34:46 From Lkennedy : We have done the same at American Crystal Sugar, provided letters to employees/suppliers/contractors. Our partner facility in Illinois reported employees being stopped by law enforcement extensively, creating a lot of stress to employees. Trying to avoid that locally.

15:36:20 From Tony Pierce : Philadelphia Macaroni Company is definitely looking for additional staffing. If you are in the position where you need to furlough or lay off employees and you think they might be a fit for food manufacturing, please have them apply. 1801 N 36th street, Grand Forks, ND 58201

15:36:21 From Becca Cruger : I wonder if there is a way to create a pass that is scannable by law enforcement? Those passes could be distributed to essential businesses?

15:36:48 From Cortnee Jensen : Great Idea, Becca

15:37:03 From Cortnee Jensen : I'll send that up the chain in Fargo

15:37:11 From Tony Pierce : Similar to Crystal Sugar, Philadelphia Macaroni has also issued letters to our employees stating the essential nature of their work.

15:37:11 From Cortnee Jensen : North Dakota, sorry

15:37:40 From Brusegaard : I am curious of companies pivoting to (for example) hand sanitizer if there are issues with liability. I LOVE that they do it just want to make sure they have thought out insurance issues.

15:37:53 From Jenn Puhl Winkler (0610) : FedEx Office is happy to help all businesses with any printing, sign and graphics, and more. We are currently limited to email or print online orders, but are

eager to support! We can be reached at 701.746.6400 or usa0610@fedex.com. I'm looking into getting approval to use some of our signage as templates for other businesses - drop in specifics and print.

15:38:14 From Elaine : we received a letter from Lowes and other customers who have been classified as essential that are telling us that we are essential to them. Does that meet the criteria for staying open?

15:39:17 From Blue Weber : How will residents who live in EGF and work in GF interact with the Stay at Home order?

15:41:21 From dana.sande : I don't believe the shelter in place order in MN precludes people from leaving their homes.

15:41:28 From Adam Kurtz : who else do you know who is hiring?

15:42:09 From Brandon Baumbach : Concerning supply chain disruption: Cory, are you seeing any light at the end of the tunnel with the rest of the world overcoming the worst of the C19?

15:42:29 From Blue Weber : Sounds good, thanks Dana

15:43:23 From The Chamber-GF EGF : The process for supply chain appeal does work Two GF companies appealed in CA and were granted critical infrastructure designation.

15:44:13 From Cortnee Jensen : Got a message to share...

15:44:20 From dana.sande : The ND Governor will host a press conference at 4 pm and it will be streamed live on the Herald website. Perhaps he will indicate his intentions regarding the possibility of matching Minnesota's order.

15:44:23 From Brandon Baumbach : Thank you

15:45:16 From The Chamber-GF EGF : The MN Governor's Emergency Order has been emailed.

15:45:39 From Lkennedy : Any updates on availability and speed of COVID-19 tests? Is it reasonable in the near future that testing could be requested for employees instead of ordered by MD?

15:46:06 From Cortnee Jensen : James Leiman jleiman@nd.gov

15:48:58 From Becca Cruger : The Grand Forks Region Human Resources Association is hosting a virtual forum to share policies and procedures being implemented surrounding COVID-19. Panel will be held April 9 via zoom. Info can be found at ggfhra.shrm.org

15:49:23 From Alex B : Alex B from ODRA Street Sweepers here: If we plan on emailing the Governor of ND in a proactive approach to be designated an essential service manufacturer, should we include anyone from EDC or municipal government in order to support our case?

15:50:16 From Cortnee Jensen : Yes, Alex!

15:56:00

From Cortnee Jensen : Good point!